

Message Text

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PAGE 01 JIDDA 07984 121416Z
ACTION NEA-10

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UNCLAS JIDDA 7984

E.O. 11652: N/A
TAGS: BTIO, SA
SUBJ: JOINT VENTURE OPPORTUNITY: TRASH RECYCLING PLANT (ORIENT
HOUSE FOR AGENCIES & COMMERCE, PO BOX 5973, JIDDA)

1. LOCAL FIRM, CURRENTLY IN FREIGHT TRANSPORT BUSINESS,
PLANS BRANCH OUT INTO GARBAGE AND TRASH COLLECTION IN
SPRAWLING JIDDA, SAUDI ARABIA. WISHES US JOINT VENTURE
PARTNER WHICH HAS EXPERIENCE AND CAN PROVIDE FIRM WITH
DETAILED SPECIFICATIONS FOR TRASH RECYCLING PLANT (TO
RECYCLE WASTE PAPER INTO CEMENT BAGS AND OTHER PAPER
PRODUCTS AND/OR ASHES FOR VARIOUS PURPOSES). CONTACT: MR
MOHAMED AL-BAKRY, ORIENT HOUSE FOR AGENCIES &
COMMERCE, PO BOX 5973, JIDDA; CABLE: KENDAL GREEN;
TELEX: 40126 SJ; TELEPHONE 54858, EXT 59.

2. ORIENT HOUSE IS INEXPERIENCED IN THIS FIELD BUT HAS
SENSED THE NEED FOR REGULARIZED TRASH COLLECTION IN
JIDDA. FIRM IS NEGOTIATING CONTRACT WITH MINISTRY OF
MUNICIPALITIES FOR CONTRACT VALUED AT \$13 MILLION MONTHLY
TO CLEAN UP JIDDA, USING UP TO 15,000 LABORERS
(MOSTLY KOREANS). IMMEDIATE NEED IS FOR DETAILED
PROPOSALS FROM EXPERIENCED AMERICAN FIRMS, WHO
ARE WILLING PUT SOME EQUITY INTO JOINT VENTURE
AS GUARANTEE OF INTEREST, WITH WHICH ORIENT HOUSE
CAN PROCEED IN NEGOTIATIONS WITH MINISTRY. ACCORD-
ING MR AL-BAKRY, SAUDI GOVERNMENT CAN FINANCE
AT MINIMAL INTEREST 50 PERCENT OF COST OF IMPORTED
EQUIPMENT AND CAN LEND REMAINING FUNDS TO FIRM
IF NECESSARY.

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3. COMMENT: AT LEAST ONE OTHER SAUDI FIRM HAS
CONTRACT FOR GARBAGE COLLECTION IN JIDDA, BUT
VALUE OF CONTRACT (ACCORDING TO AL-BAKRY, \$9
MILLION ANNUALLY) PERMITS NEITHER RECYCLING
NOR ADEQUATE COLLECTIONS OF RAW MATERIAL.
PORTER

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Message Attributes

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